

Message Text

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14

ACTION COME-00

INFO OCT-01 CIAE-00 DODE-00 EB-07 NSAE-00 TRSE-00 EUR-12

ERDA-05 ISO-00 /025 W

----- 011534

R 291440Z AUG 75

FM AMEMBASSY BELGRADE

TO SECSTATE WASHDC 4014

INFO AMCONSUL ZAGREB

C O N F I D E N T I A L BELGRADE 4592

EXCON

E.O. 11652: GDS

TAGS: ESTC, YO

SUBJECT: EXPORT LICENSES

REF : : (A) STATE 161261; (B) STATE 172762

SUMMARY: U.S. FIRM , MICROWAVE ASSOCIATES, HAS ASKED EMBASSY ASSISTANCE IN FIVE CASES WITH PENDING PRE-LICENSE CHECKS AT YUGOSLAV CHAMBER. MICROWAVE ASSERTS THEY CAN VERIFY END USERS AND AFD USE. CHAMBER HAS PROMISED INFORMATION BUT THESE CASES MIXED IN WITH MANY OTHER CASES PENDING. ACTION SUGGESTED: IN VIEW OF ASSURANCES PROVIDED BY MICROWAVE AND INFORMATION RECEIVED THUS FAR, WE SUGGEST ISSUANCE OF EXPORT LICENSES SUBJECT TO POST SHIPMENT CHECK. THIS ACTION WOULD BE USEFUL TEST OF YUGOSLAV PROCEDURES FOR POST SHIPMENT CHECK. END SUMMARY.

2. EMBASSY HAS RECEIVED SEVERAL TELEPHONE CALLS FROM MICROWAVE ASSOCIATES INQUIRING ABOUT EXPORT LICENSES FOR SALES OF THEIR EQUIPMENT TO YUGOSLAV TV STATIONS. TRANSACTIONS AT QUESTION ARE LISTED IN PARA 5, 6, 7, AND 8 OF REFTEL A AND PARA 9 OF REFTEL B. PRE - LICENSE CHECKS ARE PENDING AT YUGOSLAV ECONOMIC CHAMBER.

3. IN PHONE CONVERSATION WITH EMBOFF, RUSSELL OF MICROWAVE
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LONDON OFFICE EMPHASIZED THAT HE FEARED DAMAGE TO GOOD

CUSTOMER RELATIONS BUILT UP WHILE SUPPLYING SUCH EQUIPMENT TO NEARLY ALL YUGOSLAV TV STATIONS SINCE 1969. HE EXPRESSED HOPE THAT THE SPECIALIZED NATURE OF EQUIPMENT AND MICROWAVE'S PERSONAL KNOWLEDGE OF END USE AND USERS SHOULD REMOVE ANY POSSIBLE CONCERN OVER ISSUANCE OF U.S. EXPORT LICENSES. HE FOLLOWED UP WITH TELEX QUOTED BELOW.

4. BEGIN TEXT OF TELEX: FOLLOWING OUR TELEPHONE CALL I LIST BELOW THE YUGOSLAV ORDERS HELD IN THE PLANT IN BURLINGTON, MASS. FOR OVER 2 MONTHS AND AWAITING EXPORT LICENSES PRIOR TO SHIPMENT.

A. ASTRA- MASINOIMPEX XAGREB (FOR RTV ZAGREB)

(1) II/50256/DO

(2) II/248/GOR

(3) I-30/13378

B. FEREOLEKTRO SARAJEVO (FOR RTV SARAJEVO)

(1) 251151187/N

(2) 251-5-188/N

C. AGROVOJVODINA (TEHNOGVOZDAR-IMEX) NOVI SAD (FOR RTV NOVI SAD)

(1) I-30/13378

(2) 11/117/62332

(3) 11/117-66064

ORDERS A(3), B(1) AND (2), AND C(1) ARE REPEAT ORDERS FOR NEW TV OUTSIDE BROADCAST LINKS, IDENTICAL TO THOSE PREVIOUSLY SUPPLIED. REMAINING ITEMS ARE FOR STANDARD SPARES FOR EQUIPMENT PREVIOUSLY SUPPLIED. ENGINEERS OF RTV SARAJEVO AND RTV ZAGREB WERE IN THE BURLINGTON PLANT IN JUNE TO WITNESS FINAL ACCEPTANCE TRIALS. WE KNOW ALL THE END USERS PERSONALLY AND HAVE BEEN SUPPLYING SINCE 1969. MOREOVER, IN 1974 WE HELD A MAINTENANCE COURSE IN YUGOSLAVIA WHERE OUR ENGINEERS PERSONALLY SAW ALL PREVIOUSLY DELIVERED EQUIPMENT. IN ADDITION, DURING THE LAST THREE MONTHS WE HAVE READILY OBTAINED LICENSES FOR SHIPMENT OF SIMILAR EQUIPMENT TO CZECHOSLOVAKIA AND THE USSR. THE EQUIPMENTS ARE TV LINKS FOR RELAYING OUTSIDE BROADCAST EVENTS (SPORT, AIRPORT ARRIVALS, NEWSCASTS, ETC.) TO STUDIOS AND TRANSMITTERS FOR PUBLIC ENTERTAINMENT. OUR CUSTOMERS ARE CONFIDENTIAL

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NOW CONSIDERABLY AGITATED BY THESE DELAYS AND WE ARE RECEIVING ABRASIVE TELEPHONE CALL. ON BEHALF OF MICROWAVE ASSOCIATES INTERNATIONAL, INC. I THEREFORE APPEAL FOR YOUR HELP TO PRESERVE OUR CUSTOMER RELATIONS BY SUPPORTING THE RELEASE OF THESE LICENSES. FRANKLY, WE ARE MOST ANXIOUS NOT TO OPEN THE DOOR TO OUR FRENCH COMPETITORS WHOM WE HAVE SO SUCCESSFULLY FOUGHT OFF ALL THESE YEARS.

MICROWAVE ASSOCIATES HAS ALWAYS BEEN MOST PUNCTILIOUS IN ITS ATTENTION TO EXPORT LICENSE FORMALITIES AND IF YOU COULD GIVE ME BY TELEX OR OTHERWISE ANY IMMEDIATE INFORMATION WHICH WOULD ENABLE ME TO HOLD OUR CUSTOMER POSITION, THIS WOULD BE MOST APPRECIATED.

THANK YOU AGAIN FOR CALLING BACK FOR YOUR AWARENESS OF THE POTENTIAL DAMAGE TO OUR BUSINESS PROSPECTS IN YUGOSLAVIA NOW ACCRUING. REGINALD RUSSELL, MICROWAVE ASSOCIATES
TELEX ENGLAND 82295. END TEXT.

5. PARA 9 REFTEL B QUESTIONED RELATIONSHIP BETWEEN TEHNOGVOZDJAR AND AGROVOJVODINA. EMBASSY HAS RECEIVED CONFIRMATION THAT ABOVE TWO FIRMS MERGED AT BEGINNING OF 1975 AND NOW OPERATE UNDER NAME AGROVOJVODINA EXPORT-IMPORT, BUIVAR 23. OKTOBRA 61, 21000 NOVI SAD.

6. EMBASSY IS CONFIDENT CHAMBER WILL PROVIDE REQUESTED INFORMATION BUT POSSIBLY WITH SOME DELAY BECAUSE THESE CASES INCLUDED WITH MANY OTHER CASES AWAITING COMPLETION OF PRE LICENSE CHECKS. WE UNDERSTAND MICROWAVE'S CONCERN BUT THINK IT BETTER NOT TO REQUEST CHAMBER TO SINGLE OUT INDIVIDUAL CASES FOR SPECIAL ATTENTION.

7. IN VIEW OF CLARIFICATION OF IMPORTER (BEWT 169375) AND MICROWAVE AFFIRMATION OF END USERS AND END USE, PERHAPS BEST WAY TO EXPEDITE THESE CASES WOULD BE TO ISSUE EXPORT LICENSES AND REQUEST POST SHIPMENT CHECK. THIS REQUEST, IN RELATIVELY STRAIGHT-FORWARD CASE, COULD BE USEFUL TEST OF YUGOSLAV AUTHORITIES' ABILITY TO PERFORM POST SHIPMENT CHECKS.SILBERMAN

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